

GOPAL KRISHNA COLLEGE OF ENGINEERING & TECHNOLOGY
GOURAHARI VIHAR, PO: RANIPUT, JEYPORE-764005
LESSON PLAN

Name of the Subject: Business Management

Name of the Faculty: Sumithra Sahu

Semester: 6th Semester

Branch: Bio Tech, Chemical, Civil, Mechanical

Semester from: December to April

No. of Weeks: 11

Week	Day	Theory/Practical Topics	Classes
		Unit- 1 Management Foundations and Organizational Dynamics	12
1	1	Introduction to Management: Functions and evolution of management thought	1
	2	Relevance of management to engineering; Management vs. Leadership distinctions.	1
	3	Decision-making processes in technical environments	1
	4	Organizational design and structure.	1
2	5	Team dynamics and group behavior.	1
	6	Motivation theories (Maslow, Herzberg) applied to technical teams.	2
	7	(Cont.) Application of motivation theories in engineering contexts	1
	8	Organizational Communication and its flow.	1
3	9	Cultural considerations in a global business environment.	
	10	Case Study: Organizational dynamics in engineering firms.	
	11	Internal Assessment / Unit Quiz.	2
	12		
4		Unit-2 Project Management and Financial Decision Making	12
	13	Project lifecycle and phases	1
	14	Work breakdown structure (WBS) and scheduling	1
	15	Resource allocation and budgeting.	1
	16	Risk management in engineering projects.	1
5	17	Quality management and control.	1
	18	Basic financial statements and their interpretation	1
	19	Time value of money: Concepts and calculations.	1
	20	Budgeting and cost control.	1
6	21	Return on investment (ROI) and net present value (NPV).	2
	22	(Cont.) Practical exercises on ROI and NPV.	
	23	Funding sources for engineering projects.	1
	24	Cost-benefit analysis for technical decisions.	1
7		Unit-3 Module-III: Leadership, Innovation and Entrepreneurship	11
	25	Leadership styles and their effectiveness in technical roles	1
	26	Managing technical teams and professionals.	1
	27	Performance management and feedback systems.	1
	28	Recruitment and selection for engineering roles.	1

8	29	Training and development of technical staff.	1
	30	Ethical leadership in engineering practice	1
	31	Case study on engineering ethics.	1
	32	Innovation management: Principles and processes.	1
9	33	Technology transfer and commercialization.	1
	34	Startup fundamentals and entrepreneurship.	1
	35	Intellectual property (IP) basics for engineers.	1
10	36	Business model development and Canvas.	2
	37	(Cont.) Developing a business model for a technical product	1
	38	Review of Course Outcomes (CO1-CO6).	1
	39	Internal Assessment: Project Proposal / Financial Analysis	1
11	40	Final Course Revision	1

Reference Books:

1. **Management Theory and Practice by C.B. Gupta.**
2. **Essentials of Management by Koontz, Weihrich, and Aryasri.**
3. **Project Management for Engineering and Technology by N.K. Sharma.**
4. **Financial Management: Theory and Practice by Prasanna Chandra.**
5. **Organizational Behaviour by Aswathappa K..**
6. **Human Resource Management by V.S.P. Rao.**
7. **Entrepreneurship Development by S.S. Khanka.**
8. **Operations Management by R. Panneerselvam.**